

Message Text

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43

ACTION COME-00

INFO OCT-01 EUR-25 NEA-14 ISO-00 EB-11 XMB-07 TRSE-00

CAB-09 CIAE-00 DODE-00 DOTE-00 INR-11 NSAE-00 RSC-01

FAA-00 L-03 DRC-01 /083 W

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R 191344Z AUG 74

FM AMEMBASSY BEIRUT

TO SECSTATE WASHDC 9741

AMEMBASSY ABU DHABI

INFO AMEMBASSY DAMASCUS

AMEMBASSY JIDDA

AMEMBASSY LONDON

AMEMBASSY PARIS

FAA BRUSSELS

AMEMBASSY MUSCAT

AMEMBASSY KUWAIT

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KUWAIT PASS DOHA DEPT PASS MANAMA, COMMERCE FOR COHEN, AND
EXIMBANK FOR YOUNG

E.O. 11652: N/A

TAGS: EAIR, SA, BA

SUBJECT: CIVAIR - SAUDIA AND GULF AIR REEQUIPMENT

REF: BEIRUT 9223

1. DUANE WOOD, LOCKHEED-CALIFORNIA PRESIDENT, RECENTLY
RETURNED FROM JIDDA, ADVISES RCAA THAT SAUDIA BOARD OF
DIRECTORS MET AS EXPECTED AUGUST 14 AND APPROVED SAUDIA
REVISED FLEET PLAN. ACCORDING WOOD, FLEET PLAN COVERS
FOUR LOCKHEED L-1011 TRISTARS, TWO OF WHICH MAY PROBABLY
BE ORDERED WITHIN VER NEAR FUTURE (ONE L-1011-100
AND ONE L-1011-200), WITH TWO ADDITIONAL LOCKHEED
L-1011-200'S AS SECOND BUYES (OPTIONS). ADDITIONALLY,
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WOOD STATES FLEET PLAN INCLUDES FIVE NEW BOEING AIRCRAFT,

PROBABLY ADVANCED 727-268 TRIJETS.

2. SUBSEQUENT TO CONVERSATION WITH DUANE WOOD, RCAA CONTACTED RICHARD TAIT, BOEING REGIONAL SALES MANAGER BASED BEIRUT, WHO CONFIRMS THAT SAUDIA FLEET PLAN DOES IN FACT INCLUDE ADDITIONAL BOEING AIRCRAFT. HE INDICATES BOEING PROPOSAL COVERS THREE BOEING ADVANCED 727-268 TRIJETS VALUED AT APPROXIMATELY \$30 MILLION, INCLUDING SPARES, AND TWO ADDITIONAL BOEING ADVANCED 737-268 TWINJETS VALUED AT \$13 MILLION (WHICH WOULD GIVE SAUDIA TWINJET FLEET OF NINE ADVANCED 737-268'S).

3. ALL INDICATIONS POINT TO SAUDIA PLACING ORDERS WITHIN NEXT MONTH OR TWO WITH LOCKHEED-CALIFORNIA AND THE BOEING COMPANY FOR NEW AIRCRAFT VALUED AT APPROXIMATELY \$100-110 MILLION. RCAA BELIEVES THERE IS CHANCE THESE ORDERS COULD BE ANNOUNCED AT FORTHCOMING SBAC (FARNBOROUGH) SHOW SEPTEMBER 2-10.

4. SAMI GAYED, CHAIRMAN GULF AIR EXECUTIVE COMMITTEE, ON RECENT TRIP THROUGH BEIRUT, INDICATED TO RCAA THAT GULF AIR WOULD PROBABLY ANNOUNCE ORDER FOR TWO LOCKHEED L-1011 TRISTARS AT FARNBOROUGH NEXT MONTH. IN ADDITION TO THIS \$70 MILLION ORDER FOR WIDEBODIED AIRCRAFT, GULF AIR WILL PROBABLY REPLACE ITS BAC 111-400 FLEET WITH EITHER FOUR BOEING ADVANCED 737-200 OR DCDONNELL DOUGLAS DC-9-50 TWINJETS OR THREE BOEING ADVANCED 727-200 TRIJETS. TOTAL GULF AIR ORDER FOR NEW AIRCRAFT WILL PROBABLY APPROXIMATE \$100 MILLION BY YEAR-END 1974. GODLEY

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